## Message Text

## UNCLASSIFIED

PAGE 01 BANGKO 14736 241129Z ACTION EA-12

INFO OCT-01 EB-08 ISO-00 /021 W

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R 240909Z MAY 78

FM AMEMBASSY BANGKOK

TO USDOC WASHDC

INFO SECSTATE WASHDC 4963

**UNCLAS BANGKOK 14736** 

E.O. 11652: N/A TAGS: BEXP, TH

SUBJ: WTDR/FTI: BORIBUN DISPENSARY CO., LTD.

REF: USDOC 8118

1. THAILAND

OFFICE USE: 2. 549 3. 0026300 4. 01

5. THE BORIBUN DISPENSARY CO., LTD.

6. 17-21 FUANG NAKORN ROAD

7. BANGKOK

8. CONTACT: VIBUL PURNAVEJA

9. TITLE: MANAGING DIRECTOR AND CHAIRMAN

OTHER OFFICIALS ARE SAKDIBURNA PURNAVEJA, DIRECTOR AND DR.

CHOTIBURNA PURNAVEJA, DIRECTOR.

10. PHONE: 2210381 11. TELEX: NA

12. CABLE: BORIBUN

13. ESTBL: 1918 14. EMPL: 130 15. SIZE: LARGE 16. REPUTATION: Y-GOOD 17. RPT DATE: 05/78 OFFICE USE: 18. K 19. NA 20. X 21. NA 22. NA

23A. 28300/M MFR.DIST. OF DRUGS

23B. 28800/235 IMP.AGT.DIST. OF CHEMICALS

23C. 38400/235 IMP.AGT.DIST. OF SURGICAL, MEDICAL, DENTAL

INSTRUMENTS

24. FOREIGN SALES: NA

25. FINANCIAL REF: THAI DANU BANK AND SIAM COMMERCIAL BANK,

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BANGKOK, THAILAND

 $26.\ TRADE\ REF:\ DUNLAP\ EXPORT\ INC.,\ 486\ GRAHAM\ ROAD,\ CUYAHOGA\ FALLS,\ OHIO\ 44221.$ 

27. FOREIGN FIRMS REPRESENTED: AGENCY REP. OF DUNLAP-EXPORT

CO., 486 GRAHAM ROAD, CUYAHOGA FALLS, OHIO 44221 FOR BLOOD TUBING;

LACOTEX CO., TEXAS FOR MEDICAL SUPPLIES; AMED, ILLINOIS FOR HOS-

PITAL SUPPLIES; SERAG-WEISS, W. GERMANY FOR CATGUT; WILKEM WILL,

W. GERMANY FOR MICROSCOPE; GEBRUEDEN MARTUR, W. GERMANY FOR SURGICAL INSTRUMENTS.

28. POST EVALUATION: BORIBUN DISPENSARY WAS ESTABLISHED AS A PRIVATE CONCERN IN 1918 AND REGISTERED AS A CORPORATION IN 1955. WITH AN AUTHORIZED CAPITAL OF \$78,000 IT ACTS AS IMPORTER, AGENT, DISTRIBUTOR AND MANUFACTURER OF DRUGS, CHEMICALS AND SURGICAL, DENTAL AND MEDICAL INSTRUMENTS. FORTY PERCENT OF ITS IMPORTS ARE FROM THE U.S. WITH THE REMAINDER FROM U.K. (30 PERCENT), GERMANY AND JAPAN. IT LEASES AN OFFICE OF 200 SQ.METERS AND OWNS A FACTORY OF 100 SQ.METERS, LOCATED IN ONE OF BANGKOK'S BUSINESS DISTRICTS. FIRM'S SALES VOLUME IN 1977 WAS REPORTED TO BE \$600,000 REPRESENTING AN INCREASE OF 110 PERCENT OVER THE FIGURE REPORTED TO THE EMBASSY IN 1970. IT EMPLOYS 130 PEOPLE INCLUDING 15 SALESMEN. FIRM IS MANAGED BY MR. VIBUL PURNAVEJA, WHO IS ALSO DIRECTOR OF THE THAI DANU BANK LTD. BORIBUN DISPENSARY IS MEMBER OF THE THAI CHAMBER OF COMMERCE AND THE PHARMACEUTICAL ASSOCIATION OF THAILAND. LOCAL BANK REPORTS FAVORABLY ON THE SUBJECT: IT IS CONSIDERED TO BE A GOOD TRADE CONTACT FOR U.S. FIRMS. 29. PREP: SATHIT/SOMSAK APPR: JAMES H. SAVERY WHITEHOUSE

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## Message Attributes

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**Current Classification: UNCLASSIFIED** 

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Disposition Remarks:
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